

INFORMATION LETTER

Not for
Publication

NATIONAL CANNERS ASSOCIATION

For Members
Only

No. 1509

Washington, D. C.

October 16, 1954

Studies of Agricultural Policy

The President's 18-member National Agricultural Advisory Commission continues to study recommendations for changes in agricultural policies and programs.

This was revealed by Secretary Benson in an address October 8 at Great Falls, Mont. Following is his statement on this point:

"Last year, in response to our request for suggested improvements in the farm program, we received a mass of recommendations from individual farmers, farm organizations, colleges, and research and marketing groups. The National Agricultural Advisory Commission is continuing to sift these recommendations. From this continuing study will flow further improvements and refinements in our farm program.

"Right now this Commission, at the direction of the President, is giving special attention to the problems of small farmers who, in the past, have received little real assistance under our agricultural programs."

National Farm Home Editors Meet at N.C.A. Headquarters

The importance of canning to the farmer-grower was presented to woman farm food editors at a special event at N.C.A. headquarters on October 12, staged during the seventh annual conference of the National Farm Home Editors Association. The event was one of the projects in the N.C.A. Consumer and Trade Relations program.

Meeting first at N.C.A. headquarters, the ladies heard a summary of the latest trends on production and consumption of canned foods by Dr. Howard L. Stier, Director of the Statistics Division. Following this, Dr. C. H. Mahoney, Director of the Raw Products Research Bureau, discussed the various phases of raw products research, pointing up the mutual benefits to farmer and canner.

Howard R. Smith, research chemist of the Washington Research Laboratory, conducted the group on a tour of the laboratories while emphasizing the contributions of research to the canning industry and to the consumer.

(Please turn to page 312)

N.C.A. Statement on Diverted Acreage Opposes Controls on Production or Marketing of Canning Crops

In answer to an inquiry from one of the regional canning areas regarding the diverted acreage problem and the position and the activities of the National Canners Association, the Association prepared the following letter of clarification:

On September 15 Secretary Benson put out a press statement announcing that "total acreage allotments" were being eliminated from the price support-production controls program. The Secretary also stated that "the basic principle of controls on the use of diverted acres, to prevent the mere shifting of surpluses from one crop to another, is sound." We know of no argument against that statement nor has N.C.A. voiced any opposition to it.

The immediate difficulty, however, arises through another statement in the Benson press release. The Secretary announced special provisions would control the 1955 harvested acreage of vegetables for fresh market or processing, the special provision being a prohibition against a producer exceeding his 1952-53 average harvested acreage of vegetables as a condition of eligibility for any of the crop price supports available in 1955.

The obvious result of such a policy would be a super production control program requiring all manner of administrative study and decision. It would be the type of control the canning industry has fought since the early New Deal years and that was defeated for about the 12th time dur-

ing this past session of Congress. You are thoroughly familiar with this.

We at N.C.A. immediately called this to the attention of officials in the Department of Agriculture and to a number of farm leaders outside the Department. Since "the basic principle of controls on the use of diverted acres (is), to prevent the mere shifting of surpluses from one crop to another . . .", we pointed out that the canning industry and its growers have the answer through the practice of entering into contracts in advance of planting for specific acreages of the various processing vegetables. Thus there is no need for any form of production control on vegetables for processing.

We still believe that the automatic and free enterprise arrangement of advance contracting answers the Secretary's basic principle of concern over diverted acres and we feel the great majority of the industry expects us to continue to oppose production or marketing controls on canning crops in whatever form they are presented.

Industry Views on Procurement Reported to QM Association

Alfred J. Stokely, Chairman of the N.C.A. Procurement Committee and acting chairman of the Quartermaster Association's Fruit and Vegetable Industry Advisory Committee, reported this week on results of a survey of industry opinion on the current QM program of canned foods procurement.

The report was presented at the annual convention of the Quartermaster Association, October 15, in Boston. Accompanying the report were views of individual canner committee members and of a number of the secretaries of state and regional canners associations.

Mr. Stokely suggested that because of the reduced volume of canned food procurement this year, there have been no major difficulties with the current program. However, he expressed the industry fear that present procurement methods would be unsatisfactory

(Please turn to page 316)

U. S. Specifications Directory

The Small Business Administration has published the *U. S. Government Specifications Directory*, described as the "first complete guide to reference sources of the specifications and standards used by the government in its purchasing."

The directory is a companion to SBA's *U. S. Government Purchasing Directory*, a comprehensive guide to the items and services purchased by the federal military and civilian agen-

(Please turn to page 315)

Home Economics Division School Materials

Enclosed with this issue of the INFORMATION LETTER is a copy of the September advertisement listing N.C.A. school materials. The advertisement was scheduled in the following national magazines for home economics teachers:

The Journal of Home Economics
What's New in Home Economics
Forecast for Home Economists
Practical Home Economics

During the month a total of 4,035 coupon requests were received from teachers as a result of the advertisement. This compares with 4,044 for September of 1953.

At the start of the school year sample packets of the publications were mailed directly to city and state supervisors and lists of teachers which had been supplied by the supervisors. Other than this first direct mailing, the materials are sent only upon coupon or written request.

The total number of publications distributed for September was 880,406. This is considerably larger than the total of 688,975 for September, 1953.

Although the bulk of the requests came from junior and senior high school teachers, others were received from home economics departments of colleges and universities; home demonstration leaders; state and county leaders in charge of 4-H Girls Club work; home service directors of utility companies, librarians, and other foods people.

Farm Food Editors

(Continued from page 311)

The final portion of the program was a visit to the test kitchens of the Home Economics Division, with Katherine R. Smith, Director, presenting a brief outline of consumer services. Each talk was followed by a short question-and-answer period.

Packages of release materials were prepared for each editor and consisted of copies of the four talks given, a copy of *The Canning Industry*, and of *So Easy Recipes And So Good, Too!* A special article was prepared for each editor for her exclusive use in her area.

The National Farm Home Editors Association is made up of the women

who edit the sections of magazines devoted to the rural home and women's interests. Of the 27 members, 22 attended the conference in Washington.

The following farm magazines were represented: *Progressive Farmer*, *Colorado Rancher & Farmer*, *Nebraska Farmer*, *Western Farm Life*, *American Poultry Journal*, *Poultry Tribune*, *Successful Farming*, *Wallace's Farmer & Iowa Homestead*, *Kansas Farmer*, *Cappers Weekly*, *Cappers Farmer*, *Household Magazine*, *New England Homestead*, *Michigan Farmer*, *The Farmer*, *Ohio Farmer*, *The Farmer-Stockman*, *Farm Journal*, *Country Gentleman*, *Pennsylvania Farmer*, *Farm and Ranch*, *Southern Agriculturist*, *Southern Planter*, and the *Wisconsin Agriculturist & Farmer*.

Dr. Sven Lassen Knighted by Order of Danish King

Dr. Sven Lassen, research consultant for Van Camp Sea Food Co., and member of the N.C.A. Western Laboratory Committee, received the Danish medal, Order of Dannebrog, emblematic of knighthood, on September 12 at the home of Ryan A. Grut, Danish Consul at Los Angeles. The award was made on behalf of King Frederik IX of Denmark.

Dr. Lassen, a Danish-born American scientist, graduated from the University of Copenhagen in 1920 and obtained the Ph.D. degree in chemistry at the University of Southern California in 1934. His technological interests have been varied and he is probably best known for his work in the field of nutrition.

Dr. Lassen's scientific contributions in the field of canned seafoods are well known and he has served with many special scientific N.C.A. groups in addition to the Western Laboratory Committee. In addition, he is advisor to the California State Board of Health, chairman of the Technical Advisory Committee to the State Cannery Board, and president of the Southern California chapter of the American-Scandinavian Foundation.

Grape Juice for VA

The Veterans Administration has invited sealed bids to furnish grape juice in No. 10 or 46-ounce cans:

GRAPE JUICE—7,225 dozen No. 10 cans or 15,060 dozen 46-oz. cans, complying with Federal Specification Z-G-661b, Type I (Concord), Style 1 (unsweetened), Fancy, (Grade A), f.o.b. destination. Bids due under S-224 by Oct. 26.

Consolidated Foods Buys Gibbs

Nathan Cummings, chairman of the board of directors of Consolidated Foods Corporation of Chicago, and W. T. Dixon Gibbs, president of Gibbs & Co., Inc., of Baltimore, jointly announced October 14 the purchase of all of the capital stock of Gibbs & Co., Inc., by the Consolidated Foods Corp. The purchase price was not disclosed.

It was stated that it is not anticipated that any changes in the long-established manufacturing and sales policies of Gibbs & Co. will be made, nor are any changes contemplated in management and personnel in general.

The more than 60 different canned foods and specialty products will continue to be produced and distributed as in the past. Consolidated Foods Corp. is a Maryland corporation which traces its ancestry back to 1870 when the C. D. Kenny Co. was started in Baltimore, Md. From its original fine reputation for the sales of tea, coffee, and sugar it expanded its distribution to a point where today it is the largest business of its kind in the world, sales for the year ended June 30, 1954, being \$230,675,745. Mr. Cummings and Mr. S. M. Kennedy, now president of Consolidated Foods Corp., have guided the destinies of this business since Mr. Cummings acquired the C. D. Kenny Company in 1941. In the meantime, Consolidated Foods Corp. has acquired, among others, Sprague Warner & Co. of Illinois, Western Grocer Company of Iowa, Marshall Canning Co., of Iowa, Reid Murdoch & Co. of Illinois, the Dannemiller Grocery Co. of Ohio and Rosenberg Bros. & Co., of California.

Consolidated Foods Corp. and Gibbs & Co., Inc. have much in common as the latter commenced business in Baltimore, Md., just a few years later, in 1883. Its founder was Major John S. Gibbs whose son, the late John S. Gibbs, Jr., actively directed the company for almost 60 years and whose grandson, W. T. Dixon Gibbs, now directs the company.

During the past three quarters of a century, the distribution of its products has expanded from local markets to cover not only the U. S. but many foreign countries as well. Two of its more popular products, tomato catsup and pork and beans, have been distributed under the well-known Gibbs brand for more than 50 years. Today Gibbs has two modern plants in Baltimore and its farming operations extend into several states and at peak seasons employs 1,000 workers.

Tomatoes for Processing

October 1 reports received by the Crop Reporting Board from tomato canners and products manufacturers indicate that the 1954 production of tomatoes for processing will total 2,573,550 tons. This compares with 3,228,830 tons obtained last year and an average of 3,038,600 tons for the 1943-52 period.

The October 1 indicated yield is 9.70 tons per acre, well below the average of 10.94 tons per acre harvested in 1953 but considerably above the average of 6.99 tons for the preceding 10-year period.

State	10-year ave. 1943-52	1953 Revised	1954 Indi- cated	Per- cent change from 1953
	(tons)	(tons)	(tons)	
N. Y.	169,500	176,000	120,000	-32
N. J.	219,600	299,200	195,500	-35
Pa.	168,000	208,300	140,000	-33
Ohio	179,600	234,300	162,800	-31
Ind.	339,500	304,300	250,800	-18
Ill.	73,100	113,300	110,000	-3
Mieh.	49,600	76,300	54,000	-29
Wis.	8,500	10,400	6,400	-38
Iowa	10,700	10,900	9,100	-17
Mo.	20,600	2,600	4,000	+54
Del.	40,400	26,700	15,000	-44
Md.	191,900	126,000	96,000	-23
Va.	92,000	42,900	48,000	+12
S. C.	3,500	1,600	1,600
Fla.	15,900	28,400	30,100	+6
Ky.	8,200	5,600	3,600	-36
Tenn.	8,800	900	3,300	+267
Ark.	24,900	4,000	3,800	-5
Okla.	3,100	300
Texas	56,400	8,000	30,000	+275
Colo.	27,300	27,300	23,000	-16
Utah	73,200	100,800	87,000	-43
Calif.	1,236,500	1,411,000	1,200,000	-15
Other states ¹ ..	17,700	10,100	8,600	-15
U. S. Total ..	3,038,600	3,228,830	2,573,550	-20

¹ Sum of estimates by seasonal groups. ² Ala., Ariz., Conn., Ga., Idaho, Kans., La., Minn., Miss., Nebr., N. M., N. C., Ore., Wash., and W. Va.

Lima Beans for Processing

Growing conditions for green lima beans improved toward the end of the 1954 season, and on October 1 a total of 99,540 tons were indicated, according to the Crop Reporting Board of USDA. This compares with 106,550 tons obtained last year, and an average of 63,020 tons for the years 1943-52.

The yield indicated on October 1 is 1,797 pounds per acre (shelled basis). This compares with 1,942 pounds obtained last year and an average of 1,452 pounds for the 10-year period. California is the only important state

failing to show some improvement in yield prospects during September.

State	10-year ave. 1943-52	1953 Re- vised	1954 Indi- cated	Per- cent change from 1953
	(tons, shelled)			
New York	1,290	3,150	3,150
Pennsylvania ..	2,230	3,250	3,840	+18
Ohio	380	290	350	+21
Michigan	1,370	1,510	1,480	-2
Wisconsin	3,240	6,600	7,310	+11
Delaware	11,040	16,340	16,240	-1
Maryland	2,430	3,000	2,500	-17
Virginia	2,300	3,060	2,410	-21
Washington	1,060	800	2,090	+143
California	18,580	40,300	35,120	-13
Other states ¹ ..	19,100	28,190	25,050	-11
U. S. Total	63,020	106,550	99,540	-7

¹ Ark., Colo., Idaho, Ill., Ind., Iowa, Kana., Minn., Mo., N. J., Okla., Ore., Tenn., and Utah.

Sweet Corn for Processing

Production prospects for sweet corn continued to improve during September, according to the Crop Reporting Board of USDA. On October 1, a total of 1,465,700 tons was indicated. This compares with 1,519,900 tons obtained last year and an average of 1,205,400 tons for the 1943-52 period.

The yield indicated on October 1 is 3.15 tons per acre. This compares with 3.00 tons obtained last year and a 10-year average of 2.59 tons per acre.

State	10-year ave. 1943-52	1953 Revised	1954 Indi- cated	Per- cent change from 1953
	(tons)	(tons)	(tons)	
Maine	32,800	35,900	11,000	-68
N. H.	1,300	2,400	1,400	-42
Vt.	2,200	2,500	1,100	-56
N. Y.	63,400	81,500	58,500	-28
Pa.	25,500	24,400	30,000	+23
Ohio	43,700	35,600	29,100	-18
Ind.	64,200	62,000	43,200	-30
Ill.	173,100	215,400	201,000	-6
Wis.	290,600	328,300	345,600	+5
Minn.	221,800	258,200	334,900	+30
Iowa	88,200	72,400	78,400	+8
Del.	10,900	13,200	7,400	-44
Md.	81,600	83,600	78,000	-7
Va.	1,700	2,600	2,700	+4
Idaho	30,500	57,800	53,800	-7
Utah	16,200	28,800	25,600	-11
Wash.	48,300	93,100	76,800	-18
Ore.	37,400	78,300	58,400	-25
Other states ¹ ..	32,000	43,900	27,700	-37
U. S. Total ..	1,205,400	1,519,900	1,465,700	-4

¹ Ark., Calif., Colo., Mich., Mont., Nebr., N. J., Okla., S. D., Tenn., Texas, and Wyo.

Pimientos for Processing

The 1954 production of pimientos for processing in Georgia is expected to total 15,380 tons compared with 22,400 tons obtained in 1953 and the 1943-52 average production of 17,150 tons. This estimate, based on October 1 conditions, covers production on acreage contracted by Georgia processors in Georgia. In addition 8,660 tons were indicated by October 1 conditions for other Southeastern states compared with 11,030 tons obtained last year.

Hot, dry weather throughout the Southeast has curtailed this year's yield and 0.81 tons per acre were indicated on October 1 this year compared with 1.26 tons obtained in 1953.

Beets for Canning

On October 1, the 1954 indicated production of beets for canning was 142,500 tons according to the Crop Reporting Board. This is about 10 percent less than the 1953 production of 158,900 tons and only about one percent above the 10-year average of 141,200 tons.

On October 1, a yield of 8.85 tons was indicated. Last year, 9.63 tons were obtained and the 10-year average yield is 8.50 tons per acre.

State	10-year ave. 1943-52	1953 Re- vised	1954 Indi- cated	Per- cent change from 1953
	(tons)	(tons)	(tons)	
New York	40,500	50,200	48,000	-4
Michigan	8,100	7,800	7,200	-8
Wisconsin	53,400	64,200	50,400	-22
Oregon	19,200	16,800	17,400	+4
Other states ¹ ..	20,000	19,900	19,500	-2
U. S. Total	141,200	158,900	142,500	-10

¹ Calif., Colo., Ill., Ind., La., Maine, Md., Minn., N. J., Ohio, Pa., Tenn., Texas, Utah, and Wash.

Cabbage for Kraut

The indicated production on October 1 of cabbage for sauerkraut on acreage under contract to packers is 111,100 tons, according to the Crop Reporting Board of USDA. This compares with 129,150 tons in 1953 and the 10-year average of 90,400 tons harvested from contract acreage.

The indicated yield on the contract acreage is 10.77 tons per acre. Last year 11.40 tons were obtained and the 1943-52 average is 9.56 tons. Both Ohio and New York showed some improvement during September in yield prospects for this season.

Deciduous Fruit Production

Prospects for apples, peaches, pears, and prunes improved slightly during September, and on October 1 the expected tonnage of all deciduous fruits was about one percent more than in 1953 but 7 percent below average, according to the Crop Reporting Board of USDA.

Harvest of late fruit crops is progressing satisfactorily. Outturns of apples, pears, and prunes are larger than in 1953, and production of grapes is about the same, but all four are below average.

The report was issued October 11.

Apples—The commercial apple crop is estimated at 103,011,000 bushels, 698,000 bushels above a month ago. Production in 1953 was 92,877,000 bushels and the 10-year average is 105,802,000 bushels. The improvement during September was mostly in the Eastern states where a crop of 60,013,000 bushels is forecast, compared with 38,848,000 bushels last year and the average of 43,893,000 bushels. Production in the Central states is placed at 16,147,000 bushels, 1,632,000 bushels below the 1953 crop and 2,230,000 bushels below average. The Western states are expecting 36,851,000 bushels, 601,000 bushels above 1953 but 6,681,000 bushels below average.

Peaches—Production of peaches is estimated at 61,252,000 bushels, 5 percent below 1953 and 8 percent below average. Harvest was practically completed by October 1.

California clingstone varieties are estimated at 19,293,000 bushels, 15 percent less than the 1953 production and 7 percent below the average. California freestone varieties are estimated at 12,459,000 bushels, 17 percent above last year and 9 percent above average.

Pears—A pear crop of 29,954,000 bushels is now indicated, about one million bushels above last year, and about one-half million bushels below average. The increase in indicated production of about 700,000 bushels from the September forecast is largely due to increases on both Bartlett and other pears in Oregon and on the Bartlett crop in California.

Plums and Prunes—The California plum crop is estimated at 67,000 tons, 22 percent less than the large 1953 crop and 16 percent below average. Plum production in Michigan is placed at 6,000 tons, 6 percent below last year but 13 percent above average.

Prune production in Idaho, Washington and Oregon is now estimated at 66,000 tons (fresh basis)—26 percent below the 1953 total and 41 percent below average. In these three states, about 25,200 tons of prunes were sold fresh, 25,330 tons canned, 2,590 tons frozen, and 2,500 tons dried. This compares with the following

Crop	Unit	Indicated		
		1953	Sept. 1	Oct. 1
		(thousands)		
Apples	bu.	92,877	102,313	103,011
Peaches	bu.	64,473	60,881	61,252
Pears	bu.	29,081	29,297	29,954
Grapes	ton	2,696	2,701	2,693
Cherries	ton	224	192	192
Apricots	ton	243	160	160
Cranberries	blt.	1,203	978	1,004

utilization of the 1953 crop: 45,620 tons sold fresh, 21,730 tons canned, 2,600 tons frozen, and 2,600 tons dried.

Cranberries—Cranberry production is estimated at 1,003,500 barrels, 17 percent below the record production in 1953 but 27 percent above average. The crop is below last year in each state but above average in all states except New Jersey.

Hurricane damage to the Massachusetts crop was not serious. The cool, wet weather in September favored growth but hindered harvesting operations. Harvest this year is about a week later than usual, resulting in some increase in size of berries harvested. Damage from worms and sunscald has been unusually light this year and quality is excellent. September weather in New Jersey was too wet for best harvest progress. Heavy rains accompanying the September hurricane flooded some bogs. Harvest, which became active the second week in September, will extend to mid-October.

Hail during September resulted in some damage to Wisconsin cranberries, and cold, rainy weather during part of the month retarded sizing of the fruit. Harvest will be completed about the third week in October. In Washington, cool, moist weather during September was favorable for the development of the crop. Yield prospects in Oregon indicate a crop more than twice the average and nearly up to last year's production.

Citrus Fruit Production

Production of early and mid-season oranges for harvest in 1954-55 is forecast at a little more than 72.4 million boxes, according to the Crop Reporting Board of USDA. This is about 10 percent larger than the harvested production in 1953-54 and is 20.2 million boxes larger than average.

Florida Valencia oranges for 1954-55 are forecast at 42.0 million boxes, compared with 41.1 million boxes harvested in 1953-54. The forecast of Texas Valencias is 600,000 boxes, compared with 225,000 boxes last year. Arizona also shows an increase in Valencia orange production, with 750,000 boxes compared with 620,000 boxes in 1953-54. The first estimate of California Valencia oranges will be made in December.

The grapefruit forecast (excluding California summer crop) at slightly more than 44.6 million boxes is 5 percent below 1953-54 production and 8 percent below the 1948-52 average. The Florida crop, forecast at 36.5 million boxes, is 13 percent below the production in 1953-54 but is 20 percent above average. The Texas grapefruit estimate, reflecting further recovery from freeze damage of 1951, is placed at 3.7 million boxes, 2.5 million boxes above the 1953-54 production of 1.2 million boxes. California's Desert Valley crop of 920,000 boxes is less than last year's 1,050,000 boxes. Arizona, with 3.5 million boxes, is considerably higher than the 2.7 million boxes produced in 1953-54 and also higher than the average of about 3.3 million boxes.

Conditions for the new crop of citrus have been generally satisfactory. Florida has had good conditions for development of the 1954-55 citrus crops. Rains have not been excessive.

Production of Field Crops

Production prospects declined during September for dry beans and sweet potatoes, and slight improvement was noted for potatoes, according to the Crop Reporting Board of USDA.

Dry Beans—Production of dry beans is indicated at 18.4 million bags, 4 percent less than a month ago, but 2 percent above last year and 5 percent above average. Yield prospects during September declined in all dry bean areas except California, which showed no change. The average yield of 1,164 pounds per acre is 10 percent below the record set last year but about 12 percent larger than average.

In the Northeast, most of the September decline of 12 percent is in Michigan, where recent excessive rains seriously damaged the crop. As of October 2, about 70 percent of the beans in Michigan had been pulled. Total dockage (pick and screenings) in Michigan may amount to nearly double the average of about 7 percent because of damage to windrowed and standing beans. In New York, where prospective yield is slightly lower than a month ago, harvest of pea beans is well along, but harvest of red kidney

Crop	Unit	Indicated		
		1953	Sept. 1	Oct. 1
(thousands)				
Beans, dry edible	bag	18,114	19,134	18,400
Peas, dry edible	bag	3,350	3,808	3,808
Soybeans,	bu.	262,341	324,713	331,271
Potatoes	bu.	373,711	345,515	345,939
Sweet potatoes . .	bu.	33,974	29,136	28,722
Durum wheat . . .	bu.	12,967	8,698	7,963
Rice	bag	52,529	62,677	61,735

beans was just under way on October 1.

In the Northwest, lower prospects in Idaho and Nebraska more than offset improvement shown in Washington, Wyoming, and Montana. In the Southwest (pinto) area, prospects were unchanged except for some decline in Utah. Harvest is largely completed in Colorado, while in New Mexico only a small acreage was harvested by October 1. Threshing of lima beans has started in most sections of California and will soon be general. Threshing of beans other than limas is general in all areas of the state.

Sweet Potatoes—The sweet potato crop is estimated at 28,722,000 bushels, 15 percent below last year and 43 percent below average. Prospective production continued to decline during September. The indicated yield per acre is the lowest since 1943. Reduced crop prospects in North Carolina, Georgia, Florida, Alabama, Mississippi, Kentucky, Missouri, and Texas more than offset increases reported for New Jersey, Delaware, Maryland, Virginia, South Carolina, and Illinois.

U. S. Specifications Directory

(Concluded from page 311)

cies and the offices which buy them (see INFORMATION LETTER of May 22, page 196).

The specifications directory discusses in detail, with appropriate indexes, the purchasing specifications used by the government's military and civilian agencies; tells how businessmen may obtain copies of particular specifications or specifications indexes for continuing use; lists more than 500 government activities or depository libraries for government publications where specifications and indexes to them are available for reference purposes, along with other helpful information. The directory also lists the points, in or near their own communities, where small business owners may quickly locate specifications and indexes needed in deciding whether to bid on government purchases or in preparing bids.

Both directories are for sale by the Superintendent of Documents, Washington 25, D. C., the *U. S. Government Specifications Directory* for 25 cents and the *U. S. Government Purchasing Directory* for 50 cents a copy.

SBA field offices maintain reference sets of packaging and packing specifications which have been selected, in cooperation with other government agencies, as most suitable to small firms' needs.

Costa Rican Tariff

The Costa Rican import duties on several agricultural products were reduced in September below the rates established in the Import Tariff Schedule of March 31, 1954, according to *Foreign Crops and Markets*, official publication of the Foreign Agricultural Service of USDA. The agricultural commodities, together with the tariff numbers and new duties, are:

Tariff number		New Duties (Colones per gross kilo plus ad valorem)
95a	Fruit pulp and pastes for infants.....	1.80 + 10%
95b	Fruit pulp and pastes, other.....	3.00 + 20%
113a	Vegetable soups for infant feeding.....	3.00 + 2%
113b	Vegetable soups, other.....	6.00 + 4%

(One Costa Rican colon is worth 25 cents.)

Antidumping Investigations

The U. S. Tariff Commission has published new regulations to cover its investigations of dumping injury to domestic industry. The Commission's action followed publication by the Treasury Department of an amendment to its customs regulations to conform to provisions of the Customs Simplification Act of 1954 (P. L. 768) transferring determination of injury in dumping cases from the Bureau of the Customs to the Tariff Commission, effective October 1.

Investigations under the Antidumping Act of 1951, as amended by P.L. 768, are initiated by the Customs Bureau to determine whether a class or kind of foreign merchandise is being, or is likely to be, sold in the U. S. or elsewhere at less than its fair value. If an affirmative determination is made, the Commissioner of Customs must so advise the Tariff Commission. The Tariff Commission then will institute an investigation to determine "whether an industry in the United States is being, or is likely to be, injured, or is prevented from being established, by reason of the importation into the United States of a class or kind of foreign merchandise which the Secretary of the Treasury has determined is being, or is likely to be, sold in the United States or elsewhere at less than its fair value."

The Tariff Commission rules provide for public hearings, if the Commission decides there is sufficient reason for them, and for the submission of written statements after a notice of investigation is published in the *Federal Register*. The Commission

will notify the Secretary of the Treasury of its determination in a dumping case within three months from the receipt of advice from the Bureau of Customs that an investigation should be made.

Practical Home Economics

"A Touch of Magic with Canned Foods" is an editorial feature in the October issue of *Practical Home Economics*, a professional magazine for teachers of home economics. It also has wide national distribution among home economists in all fields.

The feature begins, "With a little imagination—and a pantry well stocked with canned foods—it's easy to add a touch of magic to everyday meals."

"We are all familiar with the many canned foods that may serve as the basis of complete meals—meat, fish, and ready-to-serve dishes. But let's consider some ways canned foods can be used to add an 'extra' touch to any meal." Giving some examples, canned soups, baby foods, crushed pineapple, corn, and cocktail sausages were used.

In concluding the article says, "These are but a few suggestions. You and your students will think of many more when you work with convenient, economical canned foods."

Better Living Magazine

The November issue of *Better Living* will have a color illustrated feature using canned foods. Written by Anita Runge, the article is titled "You'll Be Famous for Impromptu Feasts."

Shown in the color photograph are the following canned foods: bouillon, shrimp in tomato sauce, green beans, artichoke hearts, and apricot cake. Main dishes for five meals are featured. In all, 16 canned foods are used: tomato soup, tomato juice, bouillon, shrimp, green beans, peas, pork sausage, artichoke hearts, apricots, asparagus, deviled ham, potatoes, ham, onions, onion soup, and chicken.

As an introduction Miss Runge writes, "Win a name for ready hospitality. When friends pop in on Sunday afternoon, have them stay for supper, and give them a wonderful meal. It's easy—just keep canned and prepared foods in supply, and use one of these new speed recipes. Here are five fast feasts, all scrumptious."

Industry Views on Procurement

(Concluded from page 311)

in event of a marked expansion in canned food requirements.

Following is the text of Mr. Stokely's report:

In the normal course of a year of competitive commercial endeavor, it is natural that there will be controversies between buyers and sellers. It is assumed that 1954 is no exception and that there have been disagreements during the year between canners and the Market Center System offices of the Quartermaster General.

From the broad viewpoint of industry-wide relations, however, there has been no major difficulty with this year's procurement activity. Undoubtedly this is because, in part, of the reduced volume of procurement this year. Should there be a marked expansion in the volume of canned fruits and vegetables to be procured, or should the procurement process suddenly demand an accelerated tempo to meet emergency conditions, we question whether the 1954 type program would meet with success.

We are confident in this expression of opinion since it reflects the results of a survey of the industry. The survey of the industry disclosed, however, that canners continue to support the resolution adopted at their annual Convention last January in Atlantic City. That resolution states:

"Current international and domestic conditions warrant reiteration of the canning industry's firm conviction that effective government procurement of canned foods—on which our armed forces are so vitally dependent—should be grounded on governmental recognition of certain principles. An equitable sharing of the responsibility for military supply among all members of the industry is a desirable element of a fair program. Procurement procedures should be impressed with the principle of maximum conformity to the commercial buying and selling practices normally prevailing in the industry. There should be equal and non-conflicting application of the national labor laws to both civil and military production. All procurement procedures should embrace a consistency of pattern and a continuity of operation sufficient to permit a ready transition to periods of greater or lesser military need. Legislative enactments and administrative regulations which fail to accord full recognition to these principles constitute impediments to the efficient fulfillment by the canning industry of its manifest obligation to the defense needs of the nation."

Thus, although the industry disagrees with the basic policy of military procurement now in effect, it nevertheless desires to be helpful in making the present program as effective as possible. In that spirit, the following comments are presented.

Parenthetically, let me say that these suggestions or comments for the most part have been the subject of informal discussions with OQMG officials:

(1) Whenever the government makes a substantive change in its contract, the procuring agency should call attention to the change in a memorandum accompanying the invitation to bid or NIP.

(2) Whenever Walsh-Healey stipulations are included in a contract, for the government to receive an industry-wide response to invitations or NIPs, the contract should be for standard commercial items. Extraordinary requirements such as special coatings or lacquering, coding, or labeling will substantially reduce the number of prospective bidders.

(3) NIPs or invitations to bid should be sent to the trade press and trade associations who request to be on such mailing lists. A current directive prohibits the procuring agency from mailing NIPs or invitations to any one except prospective bidders. Notices of outstanding NIPs or invitations circulated in the industry by the trade papers or trade associations should assist the government.

(4) If industry advisory committees are to be continued, then any major program change should be presented to the committee for comment before being made effective. If the recommendations of the industry advisory committee are not accepted, the procuring agency should explain its failure to adopt the view of the committee.

(5) When Walsh-Healey stipulations are to be included in a contract, the NIP or invitation to bid should issue between the middle and the end of the packing season. NIPs or invitations to bid issued by various market centers should not overlap and a sufficient time interval should intervene to allow canners opportunity to learn terms of awards.

(6) When export containers are required, NIPs, invitations and awards should be for a minimum of one car load.

(7) There should be uniformity of contract terms by the military agencies served by OQMG, i.e., the payment procedures should be the same.

In conclusion, the industry again emphasizes that when conflicts are permitted to exist in the application of federal labor laws, efficiency is lost in the procurement of the annually canned seasonal food commodities. We appreciate that this fact is acknowledged by OQMG and the Department of Defense.

Attached to this report, which reflects the views of the National Canners Association, are comments received from individual members of the canning industry and from other industry associations. It is sincerely hoped that this report and the views and comments accompanying it will be of service and value to the Quartermaster General.

Respectfully submitted,
Alfred J. Stokely, Acting Chairman,
Fruit and Vegetable Committee,
Quartermaster Association

TABLE OF CONTENTS

	PAGE		PAGE
Agricultural Policy		Personnel	
Studies of agricultural policy	311	Dr. Sven Lassen knighted by order of Danish King	312
Consumer and Trade Relations		Procurement	
National farm home editors meet at N.C.A. headquarters	311	Industry views on procurement reported to QM association	311
Farm Program		U. S. specifications directory . . .	311
N.C.A. statement on diverted acreage opposes controls on production or marketing of canning crops	311	Grape juice for VA	312
Foreign Trade		Publicity	
Costa Rican tariff	315	Practical Home Economics	315
Antidumping investigations	315	Better Living magazine	315
Home Economics		Statistics	
Home Economics Division school materials	312	Tomatoes for processing	313
Management		Lima beans for processing	313
Consolidated Foods buys Gibbs . .	312	Sweet corn for processing	313
		Pimientos for processing	313
		Beets for canning	313
		Cabbage for kraut	313
		Deciduous fruit production	314
		Citrus fruit production	314
		Production of field crops	314